

Russo's Risers

MARCH NEWSLETTER WITH FEBRUARY RESULTS



Queen of Wholesale



Kathleen Moran



Golden Rule February Achievers



Kathleen Moran



Sharon Albarano



Deborah Hipp



Juanita Zeigler



Carol Scarbro



Connie Russo

Proud Reds



Luree Hendrick



Donna Parker



Genie Bilko



Deborah Hipp



Kathleen Moran

Quarter 3 On-Target Stars



| Name | Whls \$ + TB | Sapphire | Ruby | Diamond | Emerald | Pearl |
|---------------------|--------------|------------|------------|------------|------------|------------|
| Kathleen Moran | \$ 2,572.70 | \$ 0.00 | \$ 0.00 | \$ 427.30 | \$1,027.30 | \$2,227.30 |
| Carol Scarbro | \$ 1,897.50 | \$ 0.00 | \$ 502.50 | \$1,102.50 | \$1,702.50 | \$2,902.50 |
| Sharon Albarano | \$ 1,604.40 | \$ 195.60 | \$ 795.60 | \$1,395.60 | \$1,995.60 | \$3,195.60 |
| Juanita Zeigler | \$ 1,318.50 | \$ 481.50 | \$1,081.50 | \$1,681.50 | \$2,281.50 | \$3,481.50 |
| Deborah Hipp | \$ 1,024.40 | \$ 775.60 | \$1,375.60 | \$1,975.60 | \$2,575.60 | \$3,775.60 |
| Mary Lynn Carnovale | \$ 995.00 | \$ 805.00 | \$1,405.00 | \$2,005.00 | \$2,605.00 | \$3,805.00 |
| Kelly Perfect | \$ 777.00 | \$1,023.00 | \$1,623.00 | \$2,223.00 | \$2,823.00 | \$4,023.00 |
| Judy Snyder | \$ 695.20 | \$1,104.80 | \$1,704.80 | \$2,304.80 | \$2,904.80 | \$4,104.80 |
| Mary Jo Fiore | \$ 672.00 | \$1,128.00 | \$1,728.00 | \$2,328.00 | \$2,928.00 | \$4,128.00 |
| Nancy Glass | \$ 660.50 | \$1,139.50 | \$1,739.50 | \$2,339.50 | \$2,939.50 | \$4,139.50 |
| Rhonda Myers | \$ 600.50 | \$1,199.50 | \$1,799.50 | \$2,399.50 | \$2,999.50 | \$4,199.50 |
| Jessie Collura | \$ 578.00 | \$1,222.00 | \$1,822.00 | \$2,422.00 | \$3,022.00 | \$4,222.00 |
| Lucinda Updyke | \$ 543.00 | \$1,257.00 | \$1,857.00 | \$2,457.00 | \$3,057.00 | \$4,257.00 |
| Donna Parker | \$ 541.50 | \$1,258.50 | \$1,858.50 | \$2,458.50 | \$3,058.50 | \$4,258.50 |
| Laura Burget | \$ 481.00 | \$1,319.00 | \$1,919.00 | \$2,519.00 | \$3,119.00 | \$4,319.00 |
| Annie Rupp | \$ 475.90 | \$1,324.10 | \$1,924.10 | \$2,524.10 | \$3,124.10 | \$4,324.10 |
| Patricia Czulewicz | \$ 460.00 | \$1,340.00 | \$1,940.00 | \$2,540.00 | \$3,140.00 | \$4,340.00 |
| Lorie McCuller | \$ 459.00 | \$1,341.00 | \$1,941.00 | \$2,541.00 | \$3,141.00 | \$4,341.00 |
| Amy Brunner | \$ 443.50 | \$1,356.50 | \$1,956.50 | \$2,556.50 | \$3,156.50 | \$4,356.50 |

March Customer Special



Download



Boost your sales this March!

- When your customer spends at least \$50, you can give them access to purchase an other product at half off!
- You are giving a big discount on that last product, but you are guaranteeing a minimum sale, and potentially increasing the number of products your customer uses!
- If they are ALMOST at \$50, let them know- then, suggest other products they may enjoy!

Ingredient Focus - ALPHA HYDROXY ACID



ALPHA HYDROXY ACID

- accelerate skin renewal
- deep exfoliation
- approve skin appearance

It's time to ditch the dead skin and reveal your true radiance! It's time to harness the power of... Alpha Hydroxy Acids!

Alpha Hydroxy Acids:

- help eliminate skin-dulling dead cells
- enhance skin's natural renewal process
- improve skin texture, tone, and brightness



AHA can be found in the brand new PHA + AHA Resurfacer Clinical Solutions Booster, as well as in the Glycolic Acid used in the TW Repair Revealing Radiance Peel. So helpful!

Reach for the Ring

Top in Sales
Company Court of Sales



Kathleen Moran



Carol Scarbro



Sharon Albarano



Donna Parker



Juanita Zeigler

Consultant

Kathleen Moran
Carol Scarbro
Sharon Albarano
Donna Parker
Juanita Zeigler
Deborah Hipp
Annie Rupp
Jessie Collura
Pamela DeVore
Ellen Kelly
Nancy Glass
Shelly Vaughan
Jaclyn Madden
Judy Snyder
Luree Hendrick
Sandra Clark
Kate Griffey
Amy Brunner
Hilary Pogasic
Heather Guisewhite

YTD Retail

\$ 21,294.00
\$ 20,804.00
\$ 15,353.00
\$ 7,533.00
\$ 5,980.00
\$ 5,333.00
\$ 4,098.00
\$ 3,875.00
\$ 3,862.00
\$ 3,748.00
\$ 3,579.00
\$ 3,505.00
\$ 3,501.00
\$ 3,330.00
\$ 3,260.00
\$ 3,100.00
\$ 2,946.00
\$ 2,801.00
\$ 2,621.00
\$ 2,600.00

National Court of Sales



National

\$40,000 rs/ \$20,000 whsl

Area

\$20,000 rs/ \$10,000 whsl

Unit

\$10,000 rs/ \$5,000 whsl

National Court of Sharing



National

24 Team Members

Area

12 Team Members

Unit

6 Team Members

Host a party PICK A PRIZE

123
456

There are 6 virtual 4-Leaf Clovers, each containing a FREE gift! Comment below with your clover number and preferred party date. I will private message you to reveal your special gift! See what else you can earn at your party below.

Adults ages 18+ who do not currently have an independent Beauty Consultant. Prizes will be awarded at your party.

WANT TO GET LUCKY WITH Mary Kay Madness IN MARCH?

L LISTEN TO THE MK BUSINESS INFO ON VIDEO, LIVE, OR RECORDED CALL **\$10 MARY KAY**

U AT LEAST 2 GUESTS SCHEDULED THEIR OWN MAKEOVER OR PARTY **\$10 MARY KAY**

C PARTY SALES OF \$200+ **\$10 MARY KAY**

K KEEP ORIGINAL APPT TIME AND GIVE ME YOUR GUEST LIST **\$10 MARY KAY**

Y YOU +3 FRIENDS OVER 18 YEARS OLD AT YOUR APPT **\$10 MARY KAY**

Host a Party... Pick a Prize

Fill your datebooks with this hostess incentive! Your hostess can pick a clover at the top of the page for a special deal that she will win at her party, and then earn additional hostess credit with the deals at the bottom of the page as well!

Click the button to download PRIZE images.

Click for Prize Images

April Celebrations

Happy Birthday!

| | |
|-------------------|----------|
| Lisa Tomiczek | 1 April |
| Erin Eckhard | 2 April |
| Lisa Dey | 6 April |
| Sarah Connor | 8 April |
| Genie Bilko | 13 April |
| Susan Pillot | 13 April |
| Lisa Bates | 17 April |
| Carol Staebler | 21 April |
| Lori Rimbeck | 25 April |
| Tara Hartley | 28 April |
| Judith Fradeneck | 29 April |
| Carol Rosenberger | 29 April |

Happy Anniversary!

| | |
|--------------------|----|
| Kathleen Moran | 27 |
| Faith Palumbo | 27 |
| Barbara Uadiski | 21 |
| Patricia Czulewicz | 20 |
| Judith Fradeneck | 15 |
| Angelique Wilt | 15 |
| Maureen Gilbert | 14 |
| Tarissa Nelson | 14 |
| Angie Freeman | 9 |
| Naisha Silvey | 1 |



Look Who Invested



ON-TARGET for Year Long Consistency

| | | | | | |
|-------------------|------------|--------------------|-----------|------------------|-----------|
| Kathleen Moran | \$1,386.20 | Kate Griffey | \$ 327.00 | Lea Rosenberry | \$ 226.00 |
| Sharon Albarano | \$1,232.40 | Bethany Reed | \$ 311.00 | Leslie Wagner | \$ 208.50 |
| Deborah Hipp | \$ 793.40 | Pamela DeVore | \$ 303.75 | Donna Parker | \$ 194.00 |
| Juanita Zeigler | \$ 714.50 | Beth Neitz | \$ 298.00 | Ellen Kelly | \$ 98.00 |
| Carol Scarbro | \$ 608.50 | Shelly Vaughan | \$ 294.50 | Donna Crawford | \$ 72.50 |
| Lucinda Updyke | \$ 543.00 | Annie Rupp | \$ 246.90 | April Weiss | \$ 72.00 |
| Laura Burget | \$ 481.00 | Gail Nevitt | \$ 242.00 | Theresa Kuntz | \$ 67.00 |
| Judy Snyder | \$ 459.70 | Stephanie Williams | \$ 233.00 | Debbie Seib | \$ 46.50 |
| Michele Gonsman | \$ 452.50 | Natalya Vartanova | \$ 231.00 | Deborah Flanagan | \$ 21.00 |
| Amy Brunner | \$ 443.50 | Nancy Glass | \$ 227.50 | Connie Russo | \$ 673.00 |
| Jaclyn Madden | \$ 364.70 | Lorie MCCuller | \$ 227.00 | | |
| Virginia Caramana | \$ 348.00 | Patricia Czulewicz | \$ 226.00 | | |

Love Checks



| | | |
|----------------|----------|----|
| Luree Hendrick | \$210.80 | 9% |
| Deborah Hipp | \$149.38 | 8% |
| Judy Snyder | \$ 74.17 | 4% |
| Donna Parker | \$ 53.96 | 9% |
| Kathleen Moran | \$ 21.88 | 6% |
| Kate Griffey | \$ 9.32 | 4% |



Aim at something bigger than you are sure you can achieve. Then plan your work and work your plan.
- Mary Kay Ash



steppin' up the Ladder



Senior

Consultant

1-2 Active Team Members
4% Commissions
Earn \$50 Team Building Bonuses

Sharon Albarano
Mary Jo Fiore
Kate Griffey
Mary Kirby
Carol Scarbro
Judy Snyder



Star

Team Builder

3-4 Active Team Members
4, 6 or 8% Commissions
50% Discount on Red Jacket
\$50 Team Building Bonuses



Genie Bilko
Deborah Hipp
Kathleen Moran



Team Leader/ Elite Team Leader/ DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn use of Career Car/ Cash Compensation



Luree Hendrick
Donna Parker

Director

9 or 13% Unit Commissions
9, 13 or 23% Personal Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn use of Career Car/
Cash Compensation



Connie Russo

Doing what does NOT come easily by Ann Vertel

Wouldn't it be nice if becoming a success was easy?

Unfortunately, it's not. It takes consistent, daily action, calculated risks and, well...work. Work that involves doing things that don't come easy. Working like that just doesn't sit well with most people, and that's why most people never reach their ultimate potential and spend their whole life wishing and hoping for things to be different. Wishing and wanting and hoping are not strategies...or actions.

You already know what it would take for you to become an uncanny success. The question is, are you willing to do what it takes? Most people aren't. They don't want to give up doing what comes easy or what they're used to or what comes along to fill up their time. Doing the things they would need to do to change their situation just isn't convenient. They'd have to give up things they're used to.

Successful people behave differently. They don't base their pursuit of excellence on the actions that are easy for them. They base their actions on what will make them a success.

Stop trying to get ahead by doing the things that feel safe, comfortable, and easy – that will just get you more of the same. Determine what actions will make you proud of your accomplishments and then do them, however inconvenient and difficult they may be. Only then will you lead the life you desire.

a note from

Connie

Hello March - The harder we work, the more LUCK (success) we will have!

We are Springing ahead towards Mary Kay's 60th Anniversary; **purposefully** planting seeds, **intentionally** finishing goals, and **deliberately** seeking opportunities!

As we emerge from the restful, rejuvenating state of winter, into a period of progress and growth, carefully consider these questions:

- Are you excited about where your business is taking you or where YOU are taking your business?
- How can WE take our business where we envision, rather than letting it "take us"? The answer is simple – with INTENTION. Make a commitment to yourself to work in YOUR win zone by making intentional strides that fit your goals.
- How do we work with intention? By IDENTIFYING your goals and breaking them down to fit into your working time frame.

4th quarter can be broken down into segments:

3 months – 13 weeks – 91 days – of **OPPORTUNITY!**

The opportunity to **SHOWCASE** amazing products.

The opportunity to **ENRICH** women's lives.

The opportunity to **LEAD**.

The opportunity to **SHARE**.

The opportunity for personal and business **GROWTH**.

Luck is what happens when preparation meets opportunity. – Seneca

March Ahead!

Love & Belief,

Connie

What lies
behind us and
what lies
ahead of us are
tiny matters
compared to
what lies within us.

- Ralph Waldo Emerson

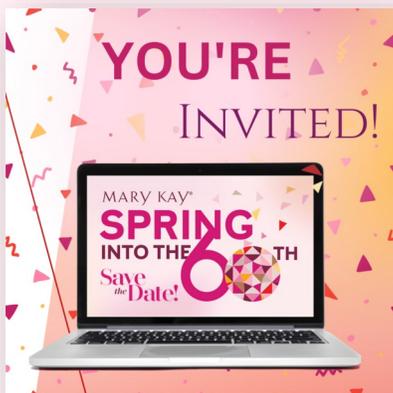
Direct Mail
could mean
Direct Sales for
YOU!



Summer

PREFERRED CUSTOMER PROGRAM

- Enrollment: March 16-April 17
- Mails May 8 – Arrives in
7 to 10 business days
- Only \$.90 per name



MARCH 24

CLICK FOR DETAILS



March Start Up Options

You can share the Mary Kay Dream this month with the new Start-up Options Promotion! For this month ONLY, your new team members can start their Mary Kay businesses for a special price!

- The FULL MK Starter kit is only \$90
- The eStart is only \$20!

Who do you know who has been considering getting started with this amazing opportunity? Call them today because these special prices only last through March!

Details

MARY KAY CLINICAL SOLUTIONS®

Boosters are dermocosmetic products containing high-concentration ingredients that have been clinically proven for their efficacy.

Depending on the skin care concern, you or your customer may choose to incorporate more than one booster. Learn more in the HOW TO USE section.



**Mary Kay Clinical Solutions®
C + Resveratrol
Line-Reducer**



**Mary Kay Clinical Solutions®
HA + Ceramide
Hydrator**



**Mary Kay Clinical Solutions®
Ferulic +
Niacinamide
Brightener**



**Mary Kay Clinical Solutions®
PHA + AHA
Resurfacer**

ADD BOOSTERS TO YOUR ALREADY-ESTABLISHED SKIN CARE ROUTINE TO TARGET SPECIFIC SKIN CONCERNS.

| BEST FOR | LINES + WRINKLES | HYDRATION | BRIGHTNESS / UNEVEN SKIN TONE | SMOOTHNESS |
|----------------------------|---|---|---|---|
| KEY INGREDIENTS | VITAMIN C – Clinically shown to improve the appearance of lines and wrinkles caused by photodamage. RESVERATROL – A highly potent antioxidant with the ability to fight visible signs of skin aging. ACETYL-HEXAPEPTIDE-8 – A skin-restoring peptide that helps diminish signals that over time lead to lines and wrinkles. | HYALURONIC ACID (HA) – A powerhouse humectant known to bind more than 1,000 times its weight in water. Two forms of HA take a dual-action approach to combating dry skin. CERAMIDE – Essential for the retention of skin moisture. VERBENA OFFICINALIS EXTRACT – A plant extract known to improve skin hydration and support skin barrier function. | FERULIC ACID – A high-potency antioxidant that acts like a shield to defend from external factors that may lead to skin discoloration. NIACINAMIDE – A form of vitamin B3, this essential nutrient is a brightening superpower. NAVY BEAN EXTRACT – An ingredient known for its brightening efficacy. | POLY-HYDROXY ACID – PHA provides gentle exfoliation on the skin's surface. ALPHA-HYDROXY ACID – AHA provides deep exfoliation below the skin's surface. GLYCERIN – A humectant that helps boost moisture levels. |
| KEY BENEFITS | Takes wrinkle reduction to the next level with renowned ingredients. | Supports skin's barrier with a unique boost of highly targeted moisturizing ingredients. | Addresses multiple pathways to reduce uneven skin tone and boost skin's brightness with a trio of proven skin-brightening ingredients. | Accelerates surface skin renewal and gently dissolves dead skin cells with a trio of proven skin-smoothing ingredients. |
| HOW TO USE | After cleansing and toning, squeeze 6 to 8 drops (usage amount may vary depending on personal preference) into hands. Then smooth evenly onto face. This booster can be applied both mornings and evenings. It can be layered with HA + Ceramide Hydrator. If using Retinol 0.5 after the retinization process is complete, apply this booster and/or on alternate evenings. | This booster can be applied both mornings and evenings. It can be layered with any other booster, however, choose ONLY ONE of the other three boosters based on your primary concern. If using the HA + Ceramide Hydrator with any of the other three boosters, be sure to apply each one separately. | This booster can be applied both mornings and evenings. It can be layered with HA + Ceramide Hydrator. If using Retinol 0.5 after the retinization process is complete, apply this booster in the mornings and prior to Retinol 0.5 in the evenings. | This booster can be applied 2 or 3 times per week in the evenings. It can be layered with HA + Ceramide Hydrator. This product contains AHA, which may increase your skin's sensitivity to the sun. Use broad-spectrum SPF sunscreen protection, and limit sun exposure while using this product. DO NOT USE with Retinol 0.5, with <i>Clear Proof</i> ® products containing salicylic acid or on the same day as other exfoliating products. |
| USE-UP RATE AVERAGE | One month when used twice daily | One month when used twice daily | One month when used twice daily | 4 to 5 months when used 2 or 3 times per week |

Results You Can Expect

This is a guideline based on **averages**, and individual results will of vary based on your individual time and effort. Nothing is guaranteed, but if you put in the **Activity** outlined below, it is reasonable to expect the **Results** shown below.

- The number of Guests at your Parties will range from 3-6, with the average being 4 guests
- Average Sales are \$175 per class
- Average reorder per customer is \$157 per year
- We retain 85% of our customers
- Interview 2 people from each class
- 1 out of every 4 interviewed will join your team

| | 5 classes/week or 20/month | 4 classes/week or 16/month | 3 classes/week or 12/month | 2 classes/week or 8/month | 1 classes/week or 4/month |
|------------------------------------|--|--|--|--|---|
| Time Involved | 15-20 hrs/week | 10-15 hrs/week | 6-8 hrs/week | 4-6 hrs/week | 2-3 hrs/week |
| Weekly Sales | \$175 x 5 = \$875 | \$175 x 4 = \$700 | \$175 x 3 = \$525 | \$175 x 2 = \$350 | \$175 x 1 = \$175 |
| Annual New Sales | \$875 x 50 = \$43,750 | \$700 x 50 = \$35,000 | \$525 x 50 = \$26,250 | \$350 x 50 = \$14,500 | \$175 x 50 = \$8,750 |
| Total Weekly Customers | 5 classes x 4 guests = 20 customers/ week | 4 classes x 4 guests = 16 customers/ week | 3 classes x 4 guests = 12 customers/ week | 2 classes x 4 guests = 8 customers/ week | 1 classes x 4 guests = 4 customers/ week |
| Annual Reorder Amount | 425 customers x \$157 reorder = \$66,725 annually | 340 customers x \$157 reorder = \$53,380 annually | 255 customers x \$157 reorder = \$40,035 annually | 170 customers x \$157 reorder = \$26,690 annually | 85 customers x \$157 reorder = \$13,345 annually |
| Total Annual Retail Sales | \$110,475/year | \$88,380/year | \$66,285/year | \$44,190/year | \$22,095/year |
| Your Total Annual Profit | \$55,237 & Queen's Court of Sales | \$44,190 & Queen's Court of Sales | \$33,142 & Princess Court of Sales | \$22,095 & Princess Court of Sales | \$11,047 profit for 2 hours/week |
| Interview 2 at each class = | 10 interviews/week= 2.5 team members/week 10 team members/month | 8 interviews/week= 2 team members/week 8 team members/month | 6 interviews/week= 1.5 team members/week 6 team members/month | 4 interviews/week= 1 team members/week 4 team members/month | 2 interviews/week= .5 team members/week 2 team members/month |
| After 1 month you will... | Be a DIO & earn a Car! | Be an ETL & earn a Car! | Be a Team Leader! | Be a Star Team Builder! | Be a Senior Consultant! |

Golden Rules Challenge

Complete March calendar with your daily activity:



**EXPECT
THE
Best!**

See Faces

#Faces
(virtual or in person)

\$ Product Sold

Sell Product

Share the Opportunity

Your Name: _____

#Interview/sharing appointments

March

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | | | | | | |
| | | | 1 \$ | 2 \$ | 3 \$ | 4 \$ |
| 5 \$ | 6 \$ | 7 \$ | 8 \$ | 9 \$ | 10 \$ | 11 \$ |
| 12 \$ | 13 \$ | 14 \$ | 15 \$ | 16 \$ | 17 \$ | 18 \$ |
| 19 \$ | 20 \$ | 21 \$ | 22 \$ | 23 \$ | 24 \$ | 25 \$ |
| 26 \$ | 27 \$ | 28 \$ | 29 \$ | 30 \$ | 31 \$ | |

March Unit Challenge!



Faces

| | Date | Name | Basic Sold? |
|----|------|------|-------------|
| 1 | | | Y/N |
| 2 | | | Y/N |
| 3 | | | Y/N |
| 4 | | | Y/N |
| 5 | | | Y/N |
| 6 | | | Y/N |
| 7 | | | Y/N |
| 8 | | | Y/N |
| 9 | | | Y/N |
| 10 | | | Y/N |
| 11 | | | Y/N |
| 12 | | | Y/N |
| 13 | | | Y/N |
| 14 | | | Y/N |
| 15 | | | Y/N |
| 16 | | | Y/N |
| 17 | | | Y/N |
| 18 | | | Y/N |
| 19 | | | Y/N |
| 20 | | | Y/N |
| 21 | | | Y/N |
| 22 | | | Y/N |
| 23 | | | Y/N |
| 24 | | | Y/N |
| 25 | | | Y/N |
| 26 | | | Y/N |
| 27 | | | Y/N |
| 28 | | | Y/N |
| 29 | | | Y/N |
| 30 | | | Y/N |

Sharing

| | Date | Name | Phone# | Y/N |
|---|------|------|--------|-----|
| 1 | | | | Y/N |
| 2 | | | | Y/N |
| 3 | | | | Y/N |
| 4 | | | | Y/N |
| 5 | | | | Y/N |

\$225-\$399 = Pick ONE Prize
\$400-\$599 = Pick TWO Prizes
\$600-\$799 = Pick THREE Prizes
\$800-\$999 = Pick FOUR Prizes

Prizes you can earn for your wholesale orders:



Beautiful Add-A-Bead



10 Product Samples

20 Victory Vouchers

TOTALS:

#Faces=_____ x5=_____ # Vouchers
 \$Amount Sold _____ /5=_____ #VV
 #Shares _____ x10=_____ #VV
 Wholesale Orders Placed: \$ _____
 #New Team Members x 25=_____ #VV

TOTAL # VOUCHERS

Total# Vouchers earned:

Turn in challenge for extra vouchers!

Check your email for PDF document for tracking!

MARCH SPECIAL DEALS. MARCH SPECIAL DEALS. MARCH SPECIAL DEALS.

While Supplies Last

50% off



One Item of Your Choice for Every \$50 Purchase

(\$200 purchase = 4 1/2 price specials)

Satin Hands Pampering Set



Instantly, hands feel moisturized, soft & smooth.
(White Tea & Citrus Fragrance or Fragrance Free)

~~\$36~~ \$18

TimeWise Replenishing Serum C + E



See skin that's brighter, firmer & glowing with good health.

~~\$60~~ \$30



Skinvigate Sonic Brush

Removes four times more dirt, oil, impurities, makeup and pollutants – than hand cleansing.

~~\$60~~ \$30



Volumizing Brow Tint

Quick & easy natural-looking, well-groomed brows of your dreams is a breeze.

- Blonde
- Brunette
- Dark Blonde
- Dark Brunette

~~\$14~~ \$7



Silky Setting Powder

Shine-minimizing coverage and natural-looking color correction.

- | | | |
|--------------------|--------------------|---------------------|
| Light Ivory | Light Beige | Light Bronze |
| Light-Medium Ivory | Light-Medium Beige | Light-Medium Bronze |
| Medium Ivory | Medium Beige | Medium Bronze |
| Deep Ivory | Deep Beige | Deep Bronze |

~~\$20~~ \$10

Clear Proof Blemish Control Toner

It tones without over-drying, cleanses skin completely and helps control shine.



~~\$16~~ \$8

Gel Eyeliner

The precision of a pencil meets the intensity of a liquid in one smooth gel eyeliner formula. Comes with expandable brush.



~~\$20~~ \$10

Satin Lips Shea Butter Balm

Blended with shea and jojoba butter to help comfort and soothe lips.



~~\$12~~ \$6

Indulge Soothing Eye Gel

Contains botanical extracts reported to tone, firm and reduce the appearance of puffiness around the eye area.



~~\$18~~ \$9

TimeWise 4-in-1 Cleanser

Leaves skin feeling clean, exfoliated and brighter. (Normal/Dry or Combo/Oily)



~~\$26~~ \$13

Mint Bliss Energizing Foot & Leg Lotion

Moisturizes tired legs and feet and instantly helps them feel revived.



~~\$12~~ \$6



MARCH SPECIAL DEALS. MARCH SPECIAL DEALS. MARCH SPECIAL DEALS.

Pink Tractor designs

Russo's Riser's Unit calendar

| | |
|-----------------------|--|
| Mar | Local Events TBD |
| Mar 10– 11 | Career Conference—Pittsburgh |
| Mar 24 | MK Virtual Career Conference-from Dallas |
| July 1 – Aug 2 | Diamond Seminar—Dallas, TX |



RED is for You!

Wearing **RED** means several things:

SELF CONFIDENCE My **Red Jacket** shows trust, belief, boldness & assurance. It gives me confidence, it tells me I have reached a certain level of achievement. I have set a goal, attained it, and am **making a success out of it.**

DETERMINATION My **Red Jacket** shows that my work is purposeful and worthwhile and that what I am doing is a credit to those represented by this jacket and to myself. It gives me determination to keep going forward and to let nothing hinder me from becoming successful.

PERSISTENCE My **Red Jacket** shows that I can hurdle obstacles that appear in my path and keep my mind shut against negativity. It means "stick-to-it-iveness" and refusing to let people or projects sidetrack me from my objective.

Click the button for to see more details of What a RED Jacket means.



Russo's Risers



Connie Russo

107 Quince Court
Hollidaysburg, PA 16648
814.312.2106

important dates

- Mar 15** - Quarter 3 Star Contest Ends
- Mar 16** - Quarter 4 Star Contest Begins
- Mar 24** - Spring 60th Virtual Event
- Mar 30** - Last day to place telephone orders
- Mar 31** - Last day to place on-line orders
- Apr 17** - Last day to enroll Summer PCP
- Apr 28** - Last day to place telephone orders
- Apr 30** - Last day to place on-line orders

GOLDEN
Rules

EXPECT

THE

Best!



When you order \$600+ whsl in March, you will receive this fun **KEY CHAIN CARDHOLDER** from the *Golden Rules* Collection.

GOLDEN
Rules
Golden



Earn the Year Long Consistency Challenge **EARRINGS and BRACELET** when you achieve the Golden Rules Challenge each month, July 2022 through June 2023.